

September 21, 1981

TWO DOLLARS

Implement & Tractor

The business magazine of the farm & industrial equipment industry

Ralph Witmer's In-House Finance Subsidiary

page 20

**NFPEDA Elects
Dale Sinclair**
page 8



BEST AVAILABLE COPY

IMPLEMENT & TRACTOR

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INTERTEC PUBLISHING CORP.

Implement & Tractor

The business magazine of the farm & industrial equipment industry

in this issue...

8: NFPEDA Chooses Regionalization. Meeting in Atlanta, members of the National Farm & Power Equipment Dealers Assn. vote to establish nine regions among the 29 state and regional associations with representatives of each to serve on the Executive Committee.



16: Britain's Royal Show. International Harvester, John Deere and Sperry New Holland received medals from the Royal Agricultural Society for products at this year's show in Kenilworth.

20: Ralph Witmer's In-House Finance Subsidiary. This Ohio dealer established his own finance company to finance sales of his dealership's long-lines, shortlines and farmstead equipment. (Cover story)

26: Leyland Launches North American Comeback Effort. With a revamped tractor line and a North American headquarters and warehouse, the British firm assures dealers it's here to stay.

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RETAIL SALES OF SELECTED FARM EQUIPMENT – Jan.-June, 1980 and 1981(1)
(In Units)

	Harvesting Equipment													
	Combines		Corn Heads		Hay Balers(2)		Windrowers				Grinder-Mixers		Shear-Bar Forage Harvesters(3)	
	1980	1981	1980	1981	1980	1981	Self-Propelled		Total		1980	1981	1980	1981
							Power Units		Heads					
							1980	1981	1980	1981	1980	1981	1980	1981
Alabama.....	81	64	17	12	69	108	2	.....	1	.....	88	54	6	19
Alaska.....	.....	.....	.....	.....	7	10	.....	.....	.....	.....	1	1	.....	.....
Arizona.....	32	54	.....	1	25	38	39	36	48	42	5	2	5	7
Arkansas.....	158	263	.....	1	116	156	.....	2	.....	2	47	30	3	8
California.....	118	187	7	21	87	108	161	182	180	203	2	4	30	30
Colorado.....	100	114	33	28	136	143	92	82	99	86	39	41	26	10
Connecticut.....	.....	.....	.....	.....	28	22	.....	.....	.....	.....	.....	.....	8	10
Delaware.....	11	11	5	8	4	5	1	1	1	1	7	4	5	1
Florida.....	21	16	13	9	31	36	.....	.....	.....	.....	27	10	13	7
Georgia.....	140	187	83	48	81	105	1	.....	1	.....	170	59	30	27
Hawaii.....	.....	.....	1	.....	.....	.....	.....	.....	.....	.....	.....	.....	2	.....
Idaho.....	58	135	7	1	216	226	150	134	152	135	34	18	26	20
Illinois.....	636	658	613	556	154	129	10	8	10	9	306	233	94	92
Indiana.....	399	331	400	316	129	134	6	3	6	3	225	146	75	49
Iowa.....	744	622	724	609	127	155	66	76	66	86	747	540	180	147
Kansas.....	816	743	106	47	168	151	169	144	170	150	145	103	86	45
Kentucky.....	83	105	45	63	163	141	3	22	3	23	212	122	51	61
Louisiana.....	68	85	1	1	20	57	.....	.....	.....	.....	12	5	9	4
Maine.....	2	2	.....	.....	20	25	.....	.....	.....	.....	.....	1	12	10
Maryland.....	41	26	41	36	48	43	8	1	7	1	25	18	28	21
Massachusetts.....	.....	.....	.....	.....	16	14	.....	.....	.....	.....	1	.....	4	6
Michigan.....	120	118	101	97	124	96	23	25	23	24	148	119	116	102
Minnesota.....	335	418	261	265	308	296	191	197	197	213	350	318	228	203
Mississippi.....	126	139	1	2	35	66	.....	.....	.....	.....	24	21	18	9
Missouri.....	303	337	151	89	238	269	29	28	30	29	324	195	39	43
Montana.....	120	176	2	2	100	92	120	143	127	162	42	24	11	6
Nebraska.....	417	354	330	227	75	98	153	130	156	138	327	208	94	75
Nevada.....	1	1	.....	.....	17	14	23	20	26	20	2	2	7	4
New Hampshire.....	.....	.....	.....	.....	21	20	.....	.....	.....	.....	.....	2	7	6
New Jersey.....	7	5	7	5	16	12	.....	.....	.....	.....	4	6	6	4
New Mexico.....	10	24	2	1	54	72	29	24	31	24	8	6	.....	1
New York.....	33	18	51	38	251	193	26	23	27	24	76	66	208	148
North Carolina.....	96	89	80	68	180	144	2	.....	2	.....	91	70	22	17
North Dakota.....	251	377	13	12	17	26	83	151	89	176	82	70	26	23
Ohio.....	362	258	262	214	208	180	4	6	4	6	246	163	90	85
Oklahoma.....	306	369	4	1	215	266	58	63	64	65	78	43	13	10
Oregon.....	51	84	3	4	157	136	106	70	109	92	19	11	15	18
Pennsylvania.....	49	39	69	33	307	262	28	28	30	27	180	129	176	130
Rhode Island.....	.....	.....	.....	.....	2	.....	.....	.....	.....	.....	.....	.....	1	.....
South Carolina.....	65	66	27	16	37	43	.....	.....	.....	.....	43	21	11	11
South Dakota.....	148	131	67	47	32	29	152	138	166	150	207	114	58	50
Tennessee.....	109	96	47	15	271	275	1	1	1	1	122	84	36	43
Texas.....	418	684	69	80	304	530	39	55	44	68	127	95	41	31
Utah.....	7	12	1	1	134	110	47	53	46	55	21	7	18	12
Vermont.....	.....	.....	.....	.....	45	41	1	3	1	3	.....	1	48	27
Virginia.....	42	37	31	25	231	159	4	5	4	5	61	36	58	40
Washington.....	99	146	9	10	178	136	87	64	82	72	12	6	49	39
West Virginia.....	.....	.....	.....	.....	68	67	.....	.....	.....	.....	17	8	2	4
Wisconsin.....	105	108	139	110	620	541	184	124	182	122	325	272	696	533
Wyoming.....	13	21	1	3	46	63	56	56	57	58	13	10	6	5
U.S. Government.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Miscellaneous (4).....	.....	3	.....	12	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
TOTAL.....	7,101	7,713	3,824	3,134	5,916	6,042	2,154	2,096	2,242	2,275	5,042	3,498	2,793	2,253

Data released August 21, 1981. Farm & Industrial Equipment Institute.

(1) Includes revisions for prior months.

(2) For making bales of under 200 lbs.

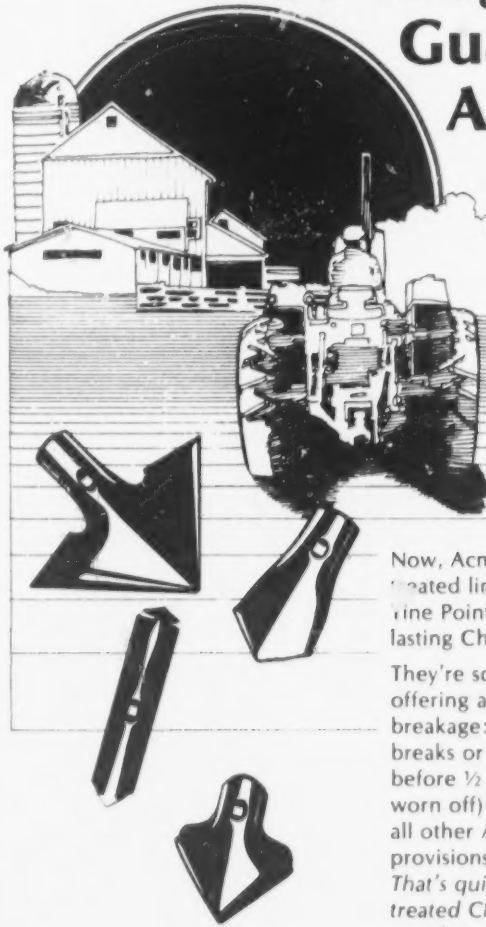
(3) Pull-type, mounted, self-propelled.

(4) Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

New From Acme:

Chrome Alloy Tillage Shapes

So Tough They're Guaranteed Against Breakage



Now, Acme is offering its tough new heat-treated line of Tillage Shapes, including S-Line Points and Sweeps made of long-lasting Chrome Alloy Steel.

They're so strong and durable that we are offering an outstanding guarantee against breakage: "Any Acme Tillage Shape that breaks or bends during its useful life (i.e. before 1/2 inch of the cutting surface is worn off) will be replaced free of charge if all other Acme General Product Warranty provisions are met."

That's quite a guarantee. But our heat-treated Chrome Alloy Steel is quite a metal.

Our name says we're the best - and our products prove it.



See your local dealer for the complete story.

Manufacturing Company, Inc.



P.O. Drawer Z Filer, Idaho 83328 Phone (208) 326-4305

I would like to receive further information on Acme's new line of tillage shapes. Also send information on:

Acme's Stacking System - a complete approach to cultivation and planting.

Acme's Bale Boss - the round bale feeding system.

Acme's Horn Gate - the gate that opens at your command.

The complete line of Acme Products.

Name _____

Address _____

City _____ State _____ Zip _____ Phone _____

Circle (10) on Reply Card

Mower Conditioners All Types		Manure Spreaders Conveyor-Type		
1980	1981	1980	1981	
77	100	13	10	Alabama
1	7	.....	2	Alaska
6	11	.....	2	Arizona
221	290	66	58	Arkansas
24	32	24	28	California
60	68	47	34	Colorado
44	23	44	42	Connecticut
10	5	43	33	Delaware
24	32	15	14	Florida
137	128	24	15	Georgia
.....	.....	1	.....	Hawaii
54	79	65	61	Idaho
296	311	377	335	Illinois
242	275	295	305	Indiana
479	539	814	813	Iowa
303	317	139	88	Kansas
484	541	197	177	Kentucky
23	45	16	12	Louisiana
33	38	61	40	Maine
53	42	145	95	Maryland
25	21	45	46	Massachusetts
263	205	456	396	Michigan
471	505	754	699	Minnesota
40	54	8	14	Mississippi
735	792	217	165	Missouri
41	83	31	14	Montana
242	250	262	119	Nebraska
2	3	5	2	Nevada
33	30	38	23	New Hampshire
28	12	31	25	New Jersey
9	8	3	4	New Mexico
475	409	754	764	New York
143	131	92	64	North Carolina
29	80	57	43	North Dakota
389	328	515	445	Ohio
344	371	37	19	Oklahoma
124	96	63	45	Oregon
452	353	786	640	Pennsylvania
2	1	.....	.....	Rhode Island
45	71	21	9	South Carolina
30	47	126	116	South Dakota
370	470	121	86	Tennessee
596	767	93	91	Texas
75	90	76	51	Utah
84	61	135	111	Vermont
464	291	148	91	Virginia
127	105	84	54	Washington
95	74	38	38	West Virginia
1,141	887	1,232	1,098	Wisconsin
14	23	28	17	Wyoming
.....	.....	.....	.....	U.S. Government
.....	.....	.....	.....	Miscellaneous
9,459	9,501	8,688	7,454	TOTAL



AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

JONES FARM EQUIPMENT CO. Dothan, Alabama August 11, 1981

ALLIS-CHALMERS TRACTORS

7580 diesel, cab, duals, 1977 (Good)	11,500*
7080 diesel, cab, 1978 (Good)	13,500*
7070 diesel, cab, 1978 (Good)	13,250*
7045 diesel, 1978 (Good)	12,700
7040 diesel, cab, duals, 1977 (Good)	9,200*
7020 diesel, cab 1978 (Good)	11,250
160, 1972 (Fair)	2,900
WD, 1951 (Fair)	325*
B, 1947 (Good)	500
C, 1946 (Fair)	300

CASE TRACTORS

1830 diesel, ldr., 1975 (Good)	3,000*
1070 diesel, 1975 (Fair)	3,200*
970 diesel, 1975 (Good)	5,000*
970 diesel, 1971 (Fair)	4,400*
850 diesel, 1973 (Good)	9,000

DEUTZ TRACTORS

1006 diesel, 1975 (Good)	3,700
6006 diesel, 1972 (Fair)	2,350

DAVID BROWN TRACTORS

990 diesel, 1968 (Good)	2,350*
770 diesel, 1966 (Good)	1,900

MASSEY-FERGUSON TRACTORS

1135 diesel, cab, 1974 (Good)	6,750
1105 diesel, 1976 (Good)	5,700*
1080 diesel, 1972 (Good)	4,200
245 diesel, 1979 (Excellent)	6,750
180 diesel, 1967 (Good)	3,700
180 diesel, 1966 (Good)	3,450
180 diesel, 1966 (Fair)	2,750
180 diesel, 1966 (Good)	3,350
175 diesel, 1969 (Rough)	2,250
165 diesel, 1973 (Excellent)	4,200
165 diesel, 1971 (Good)	3,250*
165 diesel, 1967 (Good)	3,250*
165 diesel, 1967 (Good)	3,000
135, 1970 (Good)	3,200*
135 diesel, 1967 (Fair)	2,050*
135, 1966 (Good)	3,000
135 diesel, 1966 (Fair)	2,300*
65 diesel, 1963 (Good)	2,150
65 diesel, 1963 (Excellent)	2,450
65 diesel, 1963 (Good)	2,275
65 diesel, 1960 (Fair)	1,400
50, 1959 (Fair)	1,450
50, 1959 (Good)	2,150*
35, 1956 (Good)	1,575
35, 1956 (Good)	1,650
TO30, 1954 (Rough)	650
TO30, 1953 (Good)	1,275
TO20, 1948 (Good)	1,000*

FORD-FERGUSON TRACTOR

9N, 1946 (Good)	900
-----------------	-----

FORD TRACTORS

8600 diesel, 1974 (Fair)	6,050
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7700 diesel, 1978 (Excellent)	14,000
7600 diesel, 1979 (Good)	7,000
7000 diesel, 1974 (Good)	6,200
7000 diesel, 1974 (Excellent)	6,900*
5000 diesel, 1969 (Excellent)	5,500*
5000 diesel, 1967 (Good)	4,300
5000 diesel, 1966 (Rough)	1,500
4400 diesel, duals, 1970 (Fair)	3,150*
3400 diesel, ldr., 1971 (Good)	2,400
3400 diesel, ldr., 1969 (Good)	2,400
3400 diesel, 1966 (Rough)	1,350
3000 diesel, 1973 (Good)	3,500
3000 diesel, 1971 (Good)	3,250
3000 diesel, 1967 (Fair)	2,650*
2000 diesel, 1966 (Good)	2,650
2000, 1963 (Good)	2,300
871 diesel, Select-O-Speed, 1958 (Good)	1,450*
851 diesel, 1958 (Good)	2,250
851, 1958 (Good)	1,600*
850, 1956 (Good)	2,300*
641, 1958 (Good)	1,800*
640, 1957 (Excellent)	2,500
640, 1956 (Good)	1,900
640, 1956 (Good)	1,900
Sup. Dexta, 1963 (Good)	1,800
Dexta, 1959 (Good)	1,100*
NAA, 1954 (Good)	1,600
Naa, 1954 (Good)	1,600
Jub., 1953 (Fair)	1,050*
Jub., 1953 (Good)	1,575
Jub., 1953 (Fair)	1,250
8N, 1952 (Rough)	750
8N, 1952 (Excellent)	1,350
8N, 1951 (Good)	900
8N, 1950 (Excellent)	1,475
8N, 1950 (Good)	1,200
8N, 1949 (Rough)	775
8N, 1949 (Good)	1,200*
8N, 1948 (Good)	1,000*
8N, 1948 (Rough)	775

INTERNATIONAL HARVESTER TRACTORS

1586 diesel, cab, duals, 1976 (Excellent)	15,200
2504 diesel, 1966 (Fair)	1,075
424, 1967 (Good)	1,750
424 diesel, 1965 (Excellent)	2,400
424 diesel, 1965 (Excellent)	2,200
284 diesel, 1976 (Fair)	1,700
275 diesel, 1958 (Good)	1,550
Sup. C, cult., 1952 (Fair)	500*
Sup. C, 1952 (Fair)	400
A, 1940 (Good)	500
Cub Lobby, mo., 1968 (Good)	1,250
Cub Lobby, mo., 1968 (Good)	1,250
Cub, cult., mo., 1963 (Good)	1,350*

JOHN DEERE TRACTORS

4430 diesel, cab, 1976 (Good)	14,250
4430 diesel, 1973 (Fair)	8,000*
4020 diesel, 1969 (Good)	5,350
4020 diesel, 1968 (Good)	5,800
4020 diesel, 1965 (Excellent)	6,550
3020 diesel, 1968 (Excellent)	6,000*
3010 diesel, 1963 (Good)	2,800
3010 diesel, 1963 (Rough)	950
3010 diesel, 1963 (Good)	3,100*

3010 diesel, 1963 (Fair)	2,200*
2240, 1976 (Good)	5,050
2040, 1977 (Good)	5,200*
2030 diesel, 1974 (Excellent)	5,100*
2030, 1974 (Good)	3,800*
2020 diesel, 1966 (Good)	3,900*
2010 diesel, 1963 (Good)	1,650
2010 diesel, ldr., backhoe, 1963 (Rough)	1,450
1020 diesel, 1967 (Good)	2,800*
1020, 1967 (Fair)	2,200
1010, 1963 (Good)	1,900
1010 diesel, 1963 (Good)	1,500*
730 diesel, 1959 (Good)	1,050
440 diesel, ldr., 1958 (Fair)	1,600
430, 1960 (Good)	1,300*
310 diesel, ldr., backhoe, 1975 (Excellent)	7,000*
40, cult., har., 1953 (Fair)	650*
A, 1952 (Good)	500

KUBOTA TRACTORS

L210, mo., (Good)	1,900
185 diesel, 1979 (Excellent)	3,600
185 diesel, turbo, 1979 (Excellent)	3,700*

LONG TRACTOR

460 diesel, 1976 (Good)	2,900*
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LEYLAND TRACTORS

384 diesel, (Fair)	1,750
270 diesel, (Good)	1,850*
255 diesel, (Good)	1,850

OLIVER TRACTORS

1850 diesel, 1967 (Fair)	3,200*
77, 1955 (Good)	435
55 diesel, 1955 (Good)	925

YODER & FREY, INC. Archbold, Ohio (August 11, 1981)

ALLIS-CHALMERS TRACTORS

7060 diesel, 1975 (Good)	8,600*
XT190, 1970 (Fair)	4,250*
190, ldr., 1967 (Fair)	4075
160 diesel, (Good)	4,250*
160 diesel, 1969 (Fair)	2,350*
D17, 1964 (Good)	2,050
D17 diesel, 1964 (Fair)	1,700
D17, 1964 (Rough)	1,400
WD45, ldr., 1954 (Rough)	800
WD45, 1952 (Fair)	875*
WD45, 1952 (Fair)	650
WD, ldr., 1949 (Rough)	700
CA, 1951 (Fair)	700*

DAVID BROWN TRACTORS

4600, ldr., (Fair)	1,700*
1210 diesel, (Fair)	5,400
1200 diesel, (Fair)	2,800
995, (Fair)	3,150
990, (Fair)	2,450*
990, 1969 (Fair)	1,200*

CASE TRACTORS

1070 diesel, 1972 (Fair)	6,800*
1030 diesel, 1966 (Rough)	4,300*
1030 diesel, 1965 (Fair)	4,000*
830, 1964 (Fair)	1,400*
800, (Rough)	650

450 dozer, (Fair)	6,250
430, 1962 (Rough)	1,560
400, 1958 (Rough)	1,300*
350 dozer, (Good)	11,700*
310, (Fair)	3,500

JOHN DEERE TRACTORS

4520 diesel, 1370 (Good)	13,100*
4520 diesel, 1970 (Rough)	7,750*
4440 diesel, 1980 (Excellent)	29,500
4430 diesel, 1979 (Good)	15,500
4430 diesel, 1975 (Good)	11,500
4320 diesel, 1971 (Rough)	8,250
4020, 1968 (Good)	4,300*
4020 diesel, 1967 (Good)	7,700*
4020 diesel, 1967 (Fair)	7,100*
4020 diesel, 1967 (Fair)	7,200*
4020 diesel, 1967 (Fair)	6,500*
4020, 1967 (Fair)	3,600*
4020 diesel, 1966 (Good)	6,150
4010, 1963 (Rough)	2,300*
4010 diesel, 1962 (Rough)	3,400
3010, 1963 (Fair)	2,700
3010, 1963 (Rough)	2,350
3010, 1962 (Rough)	1,900
2510, 1964 (Good)	3,100*
2510, 1963 (Good)	3,000*
2020, ldr., 1970 (Good)	4,750*
730, 1958 (Rough)	1,650
630, 1958 (Good)	1,600*
620, 1958 (Fair)	1,100*
620, 1957 (Fair)	1,150*
530, 1959 (Fair)	1,325*
420, 1957 (Rough)	1,100*
40, 1953 (Fair)	1,150
40, 1953 (Fair)	1,025
R, 1950 (Fair)	1,000*
A, 1951 (Fair)	650*
A, 1950 (Fair)	650
A, 1947 (Fair)	550

DEUTZ TRACTORS

90-06, 1974 (Good)	6,500*
62-04, 1976 (Good)	5,500

FORD TRACTORS

3000, 1970 (Fair)	2,575
4000 diesel, 1972 (Fair)	4,700*
960, 1957 (Fair)	1,270
901, mo., 1958 (Good)	2,000*
861, ldr., 1957 (Fair)	1,750*
801, 1957 (Good)	2,050
800, 1957 (Rough)	950
600, ldr., 1955 (Rough)	1,440
Jub., ldr., 1953 (Rough)	1,375
Jub., ldr., 1953 (Fair)	1,200
8N, 1952 (Rough)	1,175
8N, 1952 (Rough)	950*
8N, 1951 (Good)	1,525
8N, ldr., 1950 (Good)	1,700*
8N, 1950 (Good)	1,250*
8N, 1950 (Fair)	1,000
8N, 1950 (Fair)	1,000
8N, 1949 (Rough)	975
8N, 1949 (Rough)	960
8N, 1948 (Rough)	900
8N, 1948 (Good)	1,175
8N, 1948 (Fair)	775
9N, 1943 (Fair)	700*
9N, 1942 (Fair)	800

INTERNATIONAL HARVESTER TRACTORS

1466 diesel, 1972 (Good)	11,500*
1466 diesel, 1972 (Good)	11,500*

(More...)

WHAT'S NEW

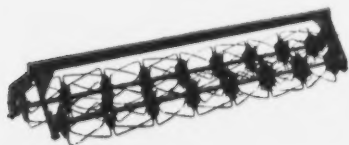
(Continued from page 14)

are four single-fold and three double-fold models in sizes from 31 to 51 ft., and hydraulic master and slave depth control gives uniform depth control over the entire working width.

Circle (52) on Reply Card

Rolling Wire Basket Fits Most Field Cultivators

The Rolling Wire Basket, from Paul Abbott Co., comes in sizes for 2, 4, 6, 8 or 12 rows and will fit most field cultivators and seedbed conditioners. There are two sets of baskets on a 2½-in. square tubular steel frame and the implement can be run with either the seven- or eight-basket set forward. The mounting brackets are spring-loaded and adjustable for desired down pressure.

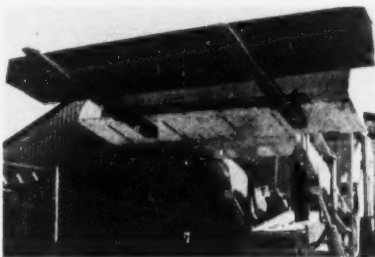


Circle (53) on Reply Card

Forks Attach to Front End Loader Bucket

Jos. Dyson & Sons bucket forks allow the conversion of a front-end

loader to a fork-lift truck in minutes. The forks are mounted with a clamp bar, which is secured to the wear plate of the bucket by four hex-head bolts. With this design, the weight is distributed equally over the surface of the bucket, reducing the twisting action on the wear plate and bucket. Currently available fork capacities are 4,000 to 8,000 lbs.



Circle (54) on Reply Card

Morris Announces New Version Of Seed-Rite Hoe Drill

The new M-11 Seed-Rite hoe drill system is available in one standard working model size of 11 ft. with a true field working coverage of 11 ft., 4 in. The drill, from Morris Rod-Weeder Co., has a box capacity of 2 bu. per foot for grain and

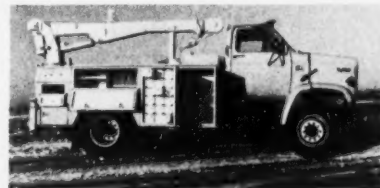


110 lbs. per foot for fertilizer. It is also available in an all-seed box system with a grain capacity of 3½ bu. per foot. As with the former Seed-Rite system, the M-11 seeds, cultivates, fertilizes, rod weeds and packs in one operation.

Circle (55) on Reply Card

New Body Added to IMT's Service Truck Line

Iowa Mold Tooling Co., Inc. has added a low-profile C body to their mechanic's service truck line. The model has an increased load capacity due to a reduction in body weight and the compartments have a total of 115 ft.³ of storage area. All of the exposed cargo area is constructed of ½-in. treadplate to provide better durability and footing and the body is constructed of 12-ga. steel. The body is built with a reinforced standard crane mount and IMT's hydraulic 315 crane is mounted on the unit.



Circle (56) on Reply Card

Spray Protects All Metals From Rust and Corrosion

Rust Guardit is a rust-preventative coating that dries in 30 seconds and does not contain (More...)

Auctions (continued)

1466 diesel, 1972 (Good).....	10,500*
1086 diesel, 1978 (Good).....	13,500*
806, 1964 (Rough).....	2800
806, 1964 (Rough).....	2350*
706 diesel, 1965 (Good).....	4500*
706, 1965 (Good).....	2100*
504, 1965 (Fair).....	2200
560, 1959 (Rough).....	1800*
560, 1960 (Fair).....	1625
450, 1957 (Rough).....	800*
350, 1957 (Fair).....	1050*
350 diesel, 1957 (Fair).....	750*

300, 1957 (Rough).....	1175
300, 1957 (Fair).....	1000
M, 1951 (Rough).....	700
M, 1950 (Fair).....	900*
M, 1950 (Good).....	800
M, (Rough).....	550
H, ldr., 1947 (Rough).....	750
Sup. A, cult., 1952 (Good).....	1525
A, 1948 (Fair).....	600*
A, (Rough).....	575
Cub, mo., 1953 (Fair).....	1120

MASSEY-FERGUSON TRACTORS

1800, 4WD, 1974 (Good).....	9000*
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1100, 1967 (Rough).....	3450*
1080 diesel, 1968 (Fair).....	3800*
255, 1977 (Good).....	5400
165 diesel, 1968 (Fair).....	3800*
165 diesel, 1966 (Rough).....	2800
165, 1966 (Fair).....	2400*
135, 1968 (Rough).....	2650*
135, 1967 (Rough).....	1900*
85, 1960 (Rough).....	850*
85, 1963 (Good).....	1800*
85, 1962 (Fair).....	1800*
95, 1962 (Fair).....	1775
85, ldr., 1961 (Good).....	2100
65, 1959 (Good).....	1700

OLIVER TRACTORS

2655 diesel, 1973 (Rough).....	5500*
1955 diesel, 1972 (Fair).....	5000*
1900 diesel, 1961 (Fair).....	3300
1800, duals, 1962 (Rough).....	2900*
1655 diesel, 1973 (Good).....	6300
1365 diesel, 1970 (Fair).....	4500*
770, 1960 (Fair).....	1150
770, (Rough).....	700
88, 1949 (Fair).....	675*
Sup. 77 diesel, 1952 (Rough).....	825
77, 1950, (Fair).....	900

NOTES

Prices reported are for individual sales at wholesale on "as is," "cash and carry" basis.

Prices reported are NOT averages.

Condition classifications: EXCELLENT means—Engine: in perfect condition, 400 to 600 hours of use; Rubber: 80% tread remaining, no breaks or cracks; Paint: original and bright; General Appearance: excellent.

GOOD means—Engine: good running condition; Rubber: 70% tread remaining, no breaks or cracks; Paint: original paint or a good repaint job; General Appearance: good over-all.

FAIR means—Engine: possibly in need of a minor overhaul to restore; Rubber: 60% tread remaining, some cracking evident in side walls; Paint: only fair, weathered and some rust apparent; General Appearance: worn, some dents, minor parts such as gage covers missing or broken.

ROUGH means—Engine: obviously in need of a major overhaul; Rubber: smooth; Paint: scarred, weathered, rusty, needs painting urgently; General Appearance: dents, ruptures, broken parts, loose wires, some components such as lights broken, missing or inoperative.

DEMONSTRATOR means—used for demonstrating only and in practically new condition.

RETAIL SALES OF WHEEL TRACTORS* (In Units)

	Total Wheel Tractors†				Cumulative for Jan.-June, 1980				Cumulative for Jan.-June, 1981			
	June, 1980		June, 1981		Farm Type		Total	Non-Farm	Farm Type		Total	Non-Farm
	Farm	Non-Farm	Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive			2-Wheel Drive	4-Wheel Drive		
Alabama	226	33	111	20	1,303	49	1,352	208	905	19	924	163
Alaska	3	2	5	10	10	6	16	13	15	1	16	30
Arizona	54	36	46	61	418	58	476	234	331	35	366	213
Arkansas	372	32	229	16	1,815	207	2,022	266	1,359	176	1,535	170
California	445	220	347	147	2,146	174	2,320	1,319	2,016	216	2,232	1,097
Colorado	132	69	96	25	524	105	629	322	504	109	613	229
Connecticut	34	15	20	13	143	3	146	100	91	2	93	72
Delaware	14	2	9	1	92	5	97	17	63	2	65	12
Florida	261	79	167	78	1,199	32	1,231	585	1,114	25	1,139	543
Georgia	304	52	189	40	1,731	30	1,761	257	1,276	14	1,290	276
Hawaii	9	5	5	3	33	1	34	55	32	4	36	40
Idaho	125	13	130	6	515	61	576	76	704	122	826	75
Illinois	480	86	384	56	2,515	396	2,911	401	2,199	387	2,586	353
Indiana	320	31	268	15	1,497	244	1,741	250	1,257	188	1,445	178
Iowa	356	16	372	25	2,813	290	3,103	157	2,772	328	3,100	119
Kansas	451	30	265	8	1,623	377	2,000	188	1,114	242	1,356	144
Kentucky	502	72	274	17	2,212	41	2,253	250	1,809	27	1,836	223
Louisiana	321	56	202	47	1,427	146	1,573	310	1,372	124	1,496	360
Maine	26	4	22	7	108	2	110	52	123	3	126	36
Maryland	66	35	41	18	383	25	408	161	267	15	282	182
Massachusetts	18	27	25	24	69	.....	69	128	82	.....	82	133
Michigan	301	59	215	53	1,183	126	1,309	398	1,209	189	1,398	332
Minnesota	357	43	290	18	1,855	309	2,164	215	2,049	319	2,368	151
Mississippi	365	57	196	20	1,820	150	1,970	192	1,282	101	1,383	150
Missouri	399	40	315	26	2,003	134	2,137	305	1,570	145	1,715	227
Montana	140	22	105	11	576	150	726	114	425	133	558	73
Nebraska	297	20	203	23	1,737	208	1,945	91	1,403	150	1,553	78
Nevada	11	17	.....	11	60	8	68	68	43	6	49	61
New Hampshire	26	10	19	8	71	.....	71	40	54	.....	54	45
New Jersey	26	46	17	46	157	1	158	238	114	.....	114	223
New Mexico	44	24	30	15	235	13	248	113	176	19	185	120
New York	343	68	232	77	1,235	57	1,292	442	1,111	87	1,198	376
North Carolina	260	60	170	49	1,776	28	1,804	322	1,353	26	1,379	276
North Dakota	128	16	157	13	685	393	1,078	71	877	417	1,294	43
Ohio	363	89	280	65	1,915	192	2,107	434	1,534	196	1,730	347
Oklahoma	401	50	266	62	1,261	190	1,451	282	1,026	135	1,161	356
Oregon	198	23	120	14	665	40	705	194	569	54	623	158
Pennsylvania	292	88	153	61	1,151	35	1,186	520	965	37	1,002	429
Rhode Island	3	5	3	2	9	.....	9	26	13	.....	13	18
South Carolina	146	36	103	37	860	26	886	169	565	15	580	180
South Dakota	109	4	89	6	722	120	842	47	617	122	739	34
Tennessee	352	37	236	32	1,697	51	1,748	196	1,366	33	1,399	166
Texas	998	297	833	323	4,713	295	5,008	1,786	4,338	249	4,587	1,799
Utah	99	32	58	24	331	17	348	163	329	17	346	143
Vermont	52	3	36	3	148	.....	148	16	150	2	152	26
Virginia	272	31	133	16	1,194	18	1,212	289	809	11	820	206
Washington	212	24	142	59	913	85	998	228	707	95	802	211
West Virginia	88	15	30	12	271	.....	271	106	170	.....	170	68
Wisconsin	617	42	432	38	2,421	111	2,532	237	2,190	135	2,325	209
Wyoming	32	16	17	7	164	20	184	83	186	18	204	89
U.S. Government...	19	27	2	10	70	.....	70	383	8	.....	8	47
Miscellaneous‡	12	3	18	2	190	.....	190	364	115	.....	115	315
TOTAL	11,481	2,220	8,107	1,780	54,664	5,029	59,693	13,482	46,728	4,750	51,478	11,606

Data released August 21, 1981, Farm & Industrial Equipment Institute.

*Figures do not include garden tractors, motor tillers or contractors off-highway types. Report includes units marketed by these firms: Allied Farm Equip. (Leyland Satoh), Allis-Chalmers; Belarus; J I Case; Deere; Deutz; Ford; International Harvester; Long; Massey-Ferguson; R. M. Wade (Satoh); Steiger; Versatile; and White.

†The monthly sales are those reported for that month only. The cumulative totals are subject to revision reflecting updating in the basic sales data.

‡Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.